

Unilever Q3 2013 Trading Statement

Paul Polman / Jean-Marc Huët

October 24th 2013



Unilever



SAFE HARBOUR STATEMENT



This announcement may contain forward-looking statements, including ‘forward-looking statements’ within the meaning of the United States Private Securities Litigation Reform Act of 1995. Words such as ‘will’, ‘aim’, ‘expects’, ‘anticipates’, ‘intends’, ‘looks’, ‘believes’, ‘vision’, or the negative of these terms and other similar expressions of future performance or results, and their negatives, are intended to identify such forward-looking statements. These forward-looking statements are based upon current expectations and assumptions regarding anticipated developments and other factors affecting the Unilever group (the “Group”). They are not historical facts, nor are they guarantees of future performance.

Because these forward-looking statements involve risks and uncertainties, there are important factors that could cause actual results to differ materially from those expressed or implied by these forward-looking statements. Among other risks and uncertainties, the material or principal factors which could cause actual results to differ materially are: Unilever’s global brands not meeting consumer preferences; increasing competitive pressures; Unilever’s investment choices in its portfolio management; inability to find sustainable solutions to support long-term growth; customer relationships; the recruitment and retention of talented employees; disruptions in our supply chain; the cost of raw materials and commodities; secure and reliable IT infrastructure; successful execution of acquisitions, divestitures and business transformation projects; economic and political risks and natural disasters; the debt crisis in Europe; financial risks; failure to meet high product safety and ethical standards; and managing regulatory, tax and legal matters. Further details of potential risks and uncertainties affecting the Group are described in the Group’s filings with the London Stock Exchange, NYSE Euronext in Amsterdam and the US Securities and Exchange Commission, including the Group’s Annual Report on Form 20-F for the year ended 31 December 2012 and Annual Report and Accounts 2012. These forward-looking statements speak only as of the date of this announcement. Except as required by any applicable law or regulation, the Group expressly disclaims any obligation or undertaking to release publicly any updates or revisions to any forward-looking statements contained herein to reflect any change in the Group’s expectations with regard thereto or any change in events, conditions or circumstances on which any such statement is based.

Paul Polman – CEO

Introductory remarks



Jean-Marc Huët – CFO

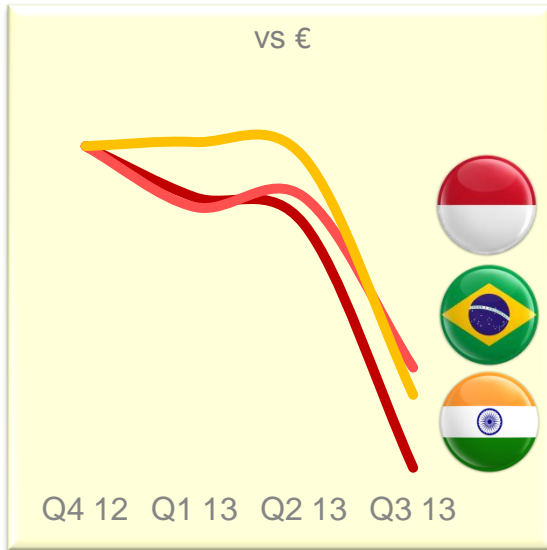


Unilever



Market environment remains challenging

Devaluing currencies



Weaker consumer demand



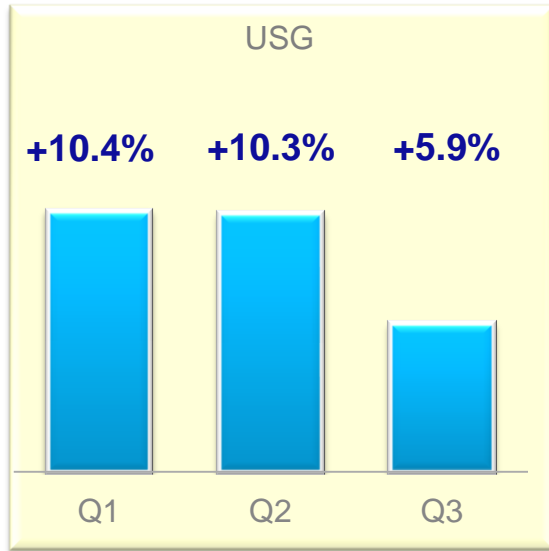
Developed markets flat to down



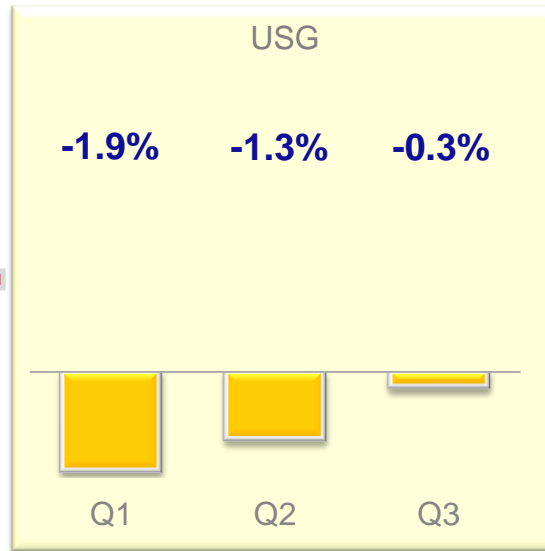
On track despite tough market conditions



Slowdown in emerging markets



Sequential improvement in developed markets



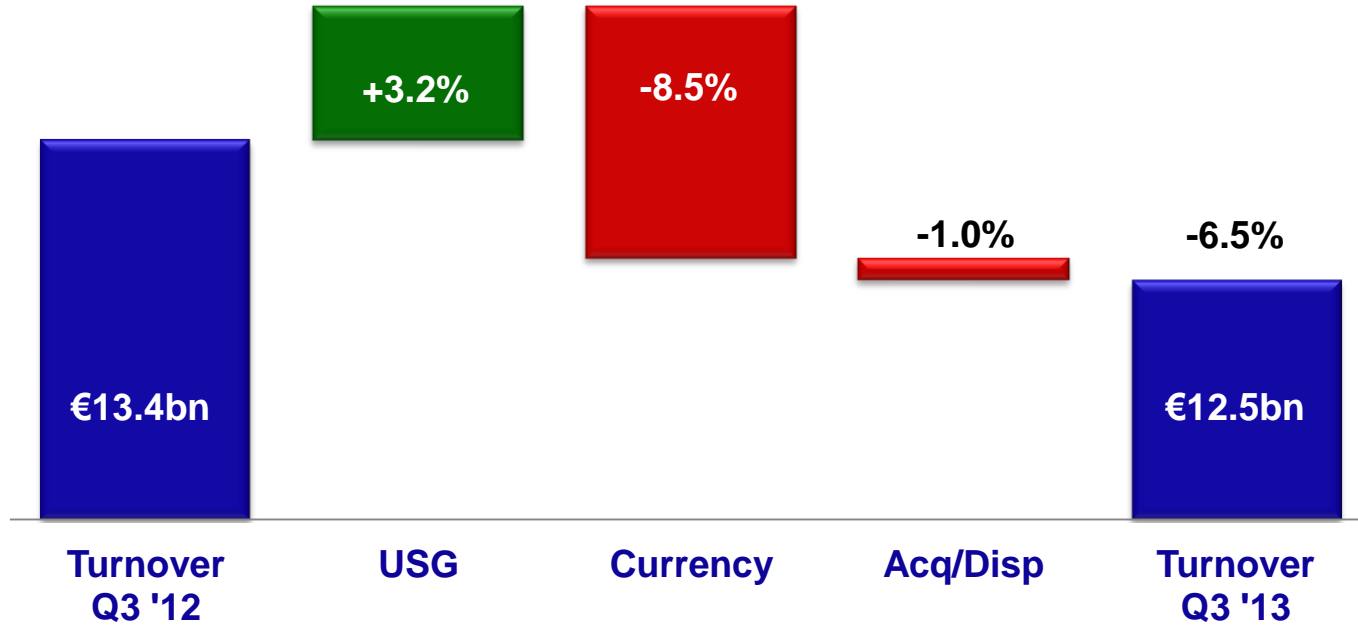
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Subdued Q3 growth



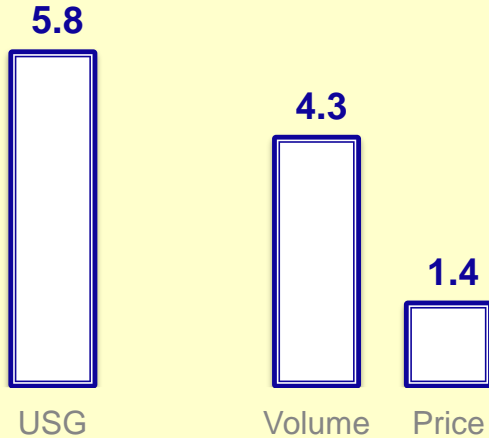
Q3 2013 – Turnover impacted by currency and disposals



Personal Care: Strong momentum continues



Q3 growth (%)



- Growth ahead of our markets
- Broad-based and volume driven
- Good balance of growth across portfolio
- Supported by margin accretive innovations



Personal Care innovations



**Dove Repair Expertise
global rollout**



**Toni & Guy
in US**



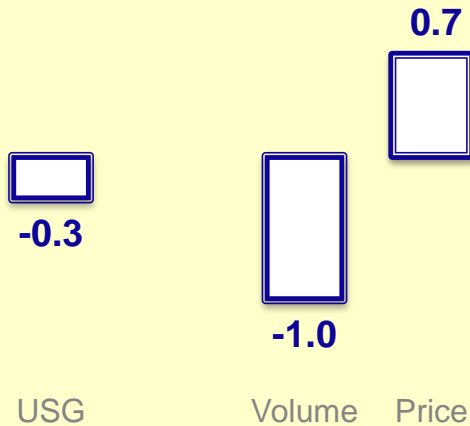
**Vaseline body lotion
sprays in US & Europe**



**Oral 'Expert Protection'
range global rollout**

Foods: Performance held back by spreads

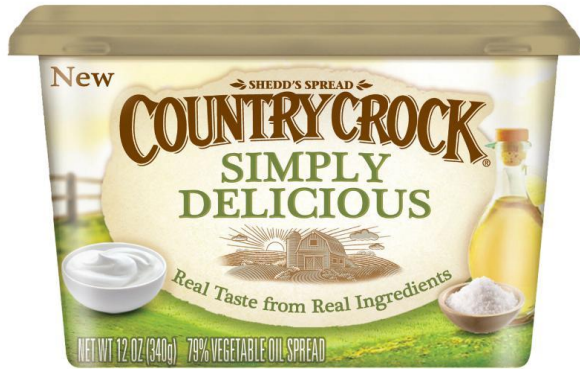
Q3 growth (%)



- Gradual improvement in spreads but still down
 - ‘Goodness of sunflower’ campaigns in Q4
- Continued good growth of Knorr cooking products
- Steady growth in dressings



Foods innovations



Country Crock 'Simply Delicious' in US



Knorr baking bags in Latam

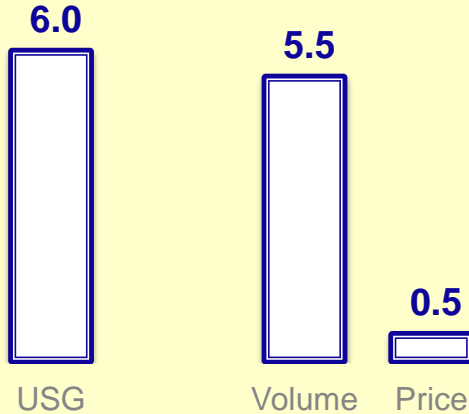


Hellmann's 100 years in US

Home Care: Healthy growth driven by volume



Q3 growth (%)



- Strong momentum through market development
 - Innovative formats such as liquids
 - Increasing usage in fabric conditioners
 - Urbanisation driving household care



Home Care innovations



New Persil concentrated liquid detergent in Europe



Comfort Aromatherapy in South East Asia

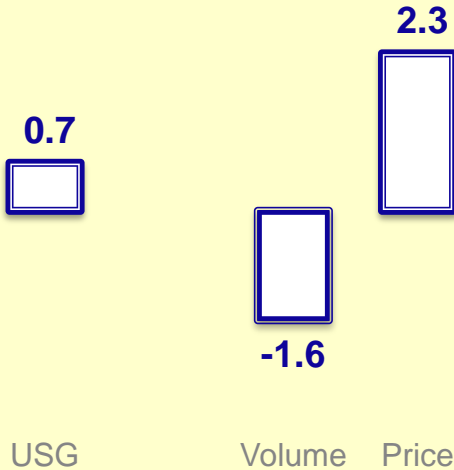


Domestos and Cif pouches in emerging markets

Refreshment: Stable performance



Q3 growth (%)



- Ice Cream:
 - Strong Northern Europe – weather related
 - Weak Southern Europe – economy related
 - Shedding low margin business in US
- Continued growth in Tea
- AdeS soy drinks sales impacted by recall in Brazil



Refreshment innovations and M&A



**Lipton Green Tea
in South Asia**



**New Cornetto
global rollout**



**T2 acquisition
in Australia**

Paul Polman – CEO

Concluding remarks

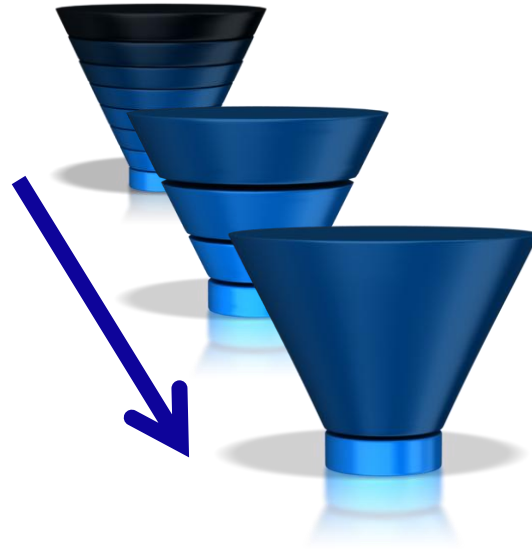


Doing the right things for the long term

Investing in growth opportunities



**Simplification
– Project Half**



Accelerating cost reduction



We remain on track for our 2013 priorities



- 1 **Volume growth ahead of our markets**
- 2 **Steady and sustainable improvement in core operating margin**
- 3 **Strong cash flow**

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